

The



AMERICAN PERFUMER



APRIL
1906

PUBLISHERS UNGERER & CO. NEW YORK

THE AMERICAN PERFUMER

GRAND PRIZES, ST. LOUIS, VIENNA AND LIEGE

JEANCARD FILS

CANNES, FRANCE

POMADES, ESSENTIAL OILS
FLORESSENCES

ORIGINATORS OF ORCHIDEE AND OTHER NOVEL INGREDIENTS

CREATORS OF THE LIQUID FLORESSENCES

AMERICAN BRANCH

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15 PLATT ST., N. Y.

CHUIT, NAEF & Co., Geneva, Switzerland

Synthetic and Aromatic Chemicals

AUBEPINE, CHEIRANTHIA, CIVETTINE, DIANTHINE, GRISAMBRENE, HELIOTROPINE,
JACINTHE, JASMIN, LILACINE, MUSK, NARCISSE, NERONIA, NEROLI,
GEILLET, SYRINGA, VIOLETTONE

TYPICAL IN ODOR—HIGH IN EFFICIENCY

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THE AMERICAN PERFUMER

PUBLISHED MONTHLY

Subscription, Three Dollars Per Annum

UNGERER & CO., 15 PLATT ST., NEW YORK

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FROM THE MENU OF THE PERFUMERS' BANQUET.

The American Perfumer

AN AUTHORITATIVE ORGAN

DEVOTED TO THE ODORIFEROUS ARTS

THREE DOLLARS A YEAR
THIRTY CENTS A COPY

NEW YORK, APRIL, 1906.

Vol. I, No. 2.

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PUBLISHED MONTHLY

UNGERER & COMPANY, Publishers'

15 Platt Street, New York

TERMS OF SUBSCRIPTION

The World Over, - - - - \$3.00 Per Annum

Subscriptions payable invariably in advance, by check, money-order, or postal-note, to order of THE AMERICAN PERFUMER.

ADVERTISING RATES ON APPLICATION.

EDITORIAL NOTICE

WE invite correspondence and special articles upon subjects of interest to all engaged in the manufacture and sale of Perfumes, Soaps and Toilet Articles. THE AMERICAN PERFUMER is the OPEN FORUM for each and all in the Trade. The usual right to reject objectionable matter and advertisements is reserved.

A CONVENTION THAT DID.

The twelfth annual meeting of the Manufacturing Perfumers' Association was fruitful in results past all expectations. A full account of the proceedings at this Convention will be found elsewhere in this issue.

The spirit of fellowship manifested at all of the sessions was of the highest order. From the very outset in the inspiring message of the President, down through the reports of the Special Committees was the one spirit of co-operation for the benefit of trade conditions upon a mutual fair understanding.

We believe that these results will be most far-reaching, and will be appreciated at their full value by the broad-minded merchants of the country.

The very efficient work done by the Committee on Trade Relations, gathering the opinion of all the members upon four special points is a splendid instance of the way in which a Committee can be of real use to the Association. Its chairman, Mr. William A. Bradley, is to be congratulated upon the precision of his report and

the real work accomplished by united action on the part of a large majority of the Manufacturing Perfumers of the United States along certain lines of commercial transactions, viz.: The agreement to sell on 60 days' time only; to give no dating; to use no foreign labels on American goods; to prosecute those who refill their bottles.

One of the wisest suggestions came from the Committee on Resolutions when it brought forth the idea of having on exhibition all American goods made by the Manufacturers of the Association at the very next annual meeting.

We believe that nothing that has ever been done by the Association will be of greater value to its members in cultivating public opinion in favor of American Perfumery than this action.

The general agreement on the part of the members as to the advisability of this step is a demonstration that the manufacturers are not afraid to show their goods nor are they ashamed to compare them with perfumes made abroad.

The continuance of the "Campaign of Education" by the Executive Committee can not fail to have good results.

THE AMERICAN PERFUMER will help in this work of General Education, not only teaching through its own pages, but it hereby offers to the Executive Committee the following plan:

If the Executive Committee will submit material of any kind, which it desires to have published, to the Editorial Department of THE AMERICAN PERFUMER such will be prepared in popular form by experts and with the co-operation of the Executive Board the printing of such article or articles will be secured in the great centres of the United States.

We desire to congratulate the association upon the good work done and to assure the members collectively and individually that THE AMERICAN PERFUMER as their organ will aid at every step in the preparation of the public mind for the broader appreciation of American products.

THE RIGHT BUSINESS SPIRIT.

The "Knocker" is abroad, striking right and left, but hurling a boomerang every time. If confidence be the basis of business—and it is generally acknowledged so to be—the man who tries to undermine the confidence of any merchant is doing himself infinite harm. We have yet to hear of the salesman who made a success of his work by constantly striking at his competitors. A man generally has all that he can well do to push his own wares in the limited time given him without wasting energy and time on attacking the goods offered by others.

It arouses the suspicion of the shrewd merchant when the salesman has so much to say about the goods of a rival house. He thinks that the salesman must be frightened or he would not be so bitter, and he is tempted to try the product offered by the rival to see who is right.

If a man know his business he will use all of the opportunities given to him to demonstrate the quality and value of what he has to sell, and not advertise a competitor's line, even by abuse. It is of course undignified and lowering, as well as bad policy, and this has been recognized by the best merchants in every line. The heads of the Insurance Companies are no fools, no matter what else they may be, and it was one of their specific orders to agents to abstain from attacking the other companies in the course of soliciting business. The same rule ought to be adopted by every respectable house and enforced upon each and every salesman, that at no time and under no conditions should anything be said in disparagement of competitors. Of course the head of the house will not do what he forbids his representatives to do.

Where lies the advantage of destroying the customer's faith in the goods handled by you and those in the same line? If the merchant himself "knocks" the goods offered by your competitor you may be astonished if you please at what he says, but by no means join in the cry of condemnation or it will all be attributed to you.

Does it not keep a man pretty busy now-a-days attending to his own affairs? Is it not apparent that the man who devotes himself solely to pushing his own goods will succeed in selling far more than he who spends a part of his time attacking what others sell? Your customer will only half believe your attacks anyway, and they must finally react upon you and what you sell.

It is not only good policy but better principle to sell straight, uphold the dignity of your own business, and give the other man a chance, if he is as good a salesman and can offer as good materials.

Use your energy and ingenuity, not in abuse, but in the pushing of your own business and see what the results must be. It is at least an honest and a straightforward way of doing business. Don't knock!

THE CHORD STRUCK.

He who strikes the chord is fortunate indeed. It seems as if THE AMERICAN PERFUMER has struck the chord at the first blow, if we are to judge by the immediate response with which it has met throughout the United States. From far and near; from large cities and small; from Perfumery Manufacturer and Soap Maker come the subscriptions and these together with the letters enclosing them are the best evidence of the way this magazine has gained all hearts at once.

With the best possible planning we cannot always accomplish our purpose. We did not expect that the first number would escape criticism as it has. We are aware of its shortcomings, but the appreciation of the live character of its contributions as the one striking feature is the burden of the remarks that have come to us.

We have tried to break away from the old, outworn, artificial type of Trade Journal. We could not and cannot see why the Trade Journal cannot be interesting; in fact it ought to be the most interesting possible Journal to the special trade with which it is concerned. We are focusing the best thought of the most progressive of manufacturers, and buyers in the pages of THE AMERICAN PERFUMER for the benefit of all. We believe that those having to do with the making of perfumery are above the average of others;—none but the best magazine can satisfy them. We feel that we have the right to demand the moral support of all interested in this trade, and the only way in which we can know of those interested is by the adding of the names of each and everyone to our Subscribers' List. If you who read this are not already a subscriber do not put down the magazine except to take up the pen and write us, entering your name among the chosen.

LEADING AMERICAN PERFUMERS.

C. B. WOODWORTH'S SONS COMPANY,

Rochester, N. Y.

[In presenting this sketch of the career of the C. B. Woodworth's Sons Co., of Rochester, N. Y., as No. 2 of this series, *THE AMERICAN PERFUMER* offers another chapter in the history of the development of the industry of perfume making in the United States, which will prove helpful and interesting to its readers. It is not pretended that in this series any rank is assigned to the various firms sketched, but it is the purpose to tell a plain, unvarnished tale of the inner workings of the different great concerns engaged in the business.—ED.]

"Nothing but the Best" has been the inspiring motto of the firm of C. B. Woodworth's Sons Co. from its inception. It originated more than half a century ago, when in 1855 Dr. Mitchel and Ezra Taylor began the business only to surrender it into the hands of Mr. Chauncey B. Woodworth two years later. Since that early period the Woodworth family has conducted the affairs with such eminent success that to-day it is one of the most extensive businesses of the kind in the United States.

Originally it was intended to make toilet soaps, perfumery and toilet articles only, but within five years furnaces were constructed for the manufacture of their own glassware, of which a large amount was being used. Soon this department developed to so great an extent that many druggists were being supplied with their prescription bottles. Glass globes and lanterns were also made to a large number.

Meantime the perfumery business had grown to be so extensive that in 1870 it seemed wise to abandon the manufacture of glass altogether, and devote energy and time to the manufacture of perfumery articles only. The age of specialization was already making itself felt, and it was recognized early by this progressive house.

During the Civil War the demand for bears' grease and other hair pomades had increased tremendously, and the manufacture of extracts of all kinds had expanded from year to year.

The early reputation of Woodworth's was established by the well-known old brands of "Flor del Santo," "Golden Lily of Japan," and "West End," in all of which the effort to produce extracts of the best quality was realized and recognized by the purchasing public.

Branches were established in New York City, Chicago, Baltimore and New Orleans, and through these the bulk of the large business was

secured. It had been proved that it was necessary to have these branches at the great centres of trade, and the necessity was immediately met.

If there be any single cause to which the continued growth and ever increasing success of this firm is due, it must be attributed to the sagacity and judgment of Mr. C. B. Woodworth, the founder. He came to the problems of trade with no hard and fast preconceptions, but was ever ready to adjust his methods to ever changing conditions. It is this elasticity which goes far towards securing success in any line of commercial endeavor. This has become a tradition in the firm, to such an extent that there is no hesitation in adopting new methods, and new machinery whenever it seems advisable.

In 1865 Mr. Chauncey C. Woodworth was taken into the firm by his father, to be joined later by his younger brother Frank E., who is now the president of the concern. After many years of prosperous co-working the senior member of the firm and his eldest son retired in 1890, when Mr. Harry S. Woodworth entered the firm, only to sell his interest to Mr. Frank K. Woodworth, son of the president, five years later, and to Chauncey C., Jr., son of Chauncey C. Thus it happens that the younger son of the founder of the business and two grandsons constitute the present firm.

The policy of consideration for its employees has also been one of the leading principles of this firm, and they have now on their list of workers one who has been there since 1859 and many who have been working with them for over a quarter of a century.

Keeping the standard high, buying the best materials and making the highest class goods have been the determined aims of all the partners, and it is to the successful carrying out of this purpose that a large part of their success is to be attributed. It has always been a step upward and forward.

With consideration for those who have helped to earn success, and a continued adherence to the high aim of making none but the best, there is no reason that the house of C. B. Woodworth's Sons Co. should not continue to succeed for generations to come.

PERFUME PROBLEMS IN A GREAT DEPARTMENT STORE.

By Mr. Adam Treu, Buyer for R. H. Macy & Co., New York.

Perfume problems? We face them every day, and as fast as we dispose of one, another appears. Naturally, the two most important are, Profit and Business; the same as in other lines, but in this department more difficult of solution.

It is said, and I believe it is true, that there are a greater number of items that must be carried in stock constantly, sold below cost price in the perfumery department of a department store, than in all other departments combined. This does not include those sold at cost price, and others at a less profit than the actual cost of doing business.

You can readily see how difficult a problem these two combined give us. We succeed in one and lose in the other, and very often lose on both, and it requires not only vast experience and a broad discernment, but close attention to detail.

It is a department that caters to everyone, men, women and children, and consequently "full stocks" presents an important problem. Nothing irritates a customer more than being told, "we are out of it," and when you consider the thousands of articles, that are being exploited, you can appreciate the attention this problem commands. Another important problem is "Display Space." Space for selling, as well as for display (for a Perfumery Department), is about the most difficult thing to obtain in a department store; the great problem "Profit" always being in the way.

Another important problem is "Reliable Merchandise," to which we give particular attention, never buying an article or preparation that does not meet with all the tests we can subject it to. To be positive that articles bearing our name are absolutely pure, we operate a laboratory of our own, which is always under the direct supervision of skilled chemists and perfumers.

The introduction of new goods is another very important problem, perfumes particularly being subject to change in "style of odor," and package, due chiefly to the fads and foibles of the feminine purchaser superinduced, no doubt, by the incessant flow into this country of foreign perfumes.

The word "imported" still carries great weight and probably is entitled to its popularity, for when you look for something exquisite, something better than you bought last, as a rule you

will find it among the imported lines. Either it is the originality of odor, or style of package.

The latest surprise that recently came to me, was a French leather box, filled with two bottles of perfume, two cakes of soap, and a package of face powder, most exquisite in every respect, and costing \$59 each, and we sold them.

Although the American perfumer produces a few choice odors (for example, we sell one domestic extract at \$4.50 per ounce), I believe there is ample room for improvement, particularly in originality of odor and package. The methods of introduction to the public of American perfumes should also be followed along more distinct and persistent lines.

Specially attended displays, such as we introduced at the opening of our new store, have proven very successful; on one line of foreign goods we having increased our business over thirty fold, or 3,000%; we carry every article the agent of this maker imports; this assortment is under the direct charge of a competent saleswoman, and as fast as new goods arrive, she endeavors to introduce them.

I recollect an amusing incident that happened a short while ago, that proves this. We received a very complimentary letter from an officer in the British Navy, asking us where he could get a certain perfume he bought at our shop, on his last visit, enclosing the gold label from the bottle, stating that he tried in France and England, without success. It was a "French Perfume," and we sent him the address of the maker.

These displays we have found also encourage the use of perfumery. Customers are so surprised with the view of a complete assortment and the intelligent conversation of the saleswoman (French spoken when the occasion calls for it), that they invariably buy.

"The Help Problem" is another important one, in which the problem "Profit" comes to the front again. Selling an article below actual cost price, does not require experience or high intelligence, yet there are items at that same counter that do require these qualifications.

These are the many problems we have to grapple with, and yet the ceaseless activity necessary to solve them has helped very materially in making the Department Store headquarters for Perfumery and Toilet Articles.

TWELFTH ANNUAL MEETING OF THE MANUFACTURING PERFUMERS' ASSOCIATION OF THE UNITED STATES.

A SUCCINCT ACCOUNT OF THE PROCEEDINGS.

The Executive Board met Tuesday morning, April 3rd, and after luncheon the general body met at two o'clock, when President D. H. McConnell read the following:

PRESIDENT'S ADDRESS.

Gentlemen:

My appearance before you as presiding officer this afternoon is not of my own choosing, but is rather the result of certain changes in the personnel of one of the firms whose name stands for so much in the trade, and whose representative has been of so much assistance and value to us as an Association. We all regret to lose the advice and counsel of so able and so progressive a man as Mr. Harry B. Woodworth, but he carries with him in his new field the best wishes of all his former associates.

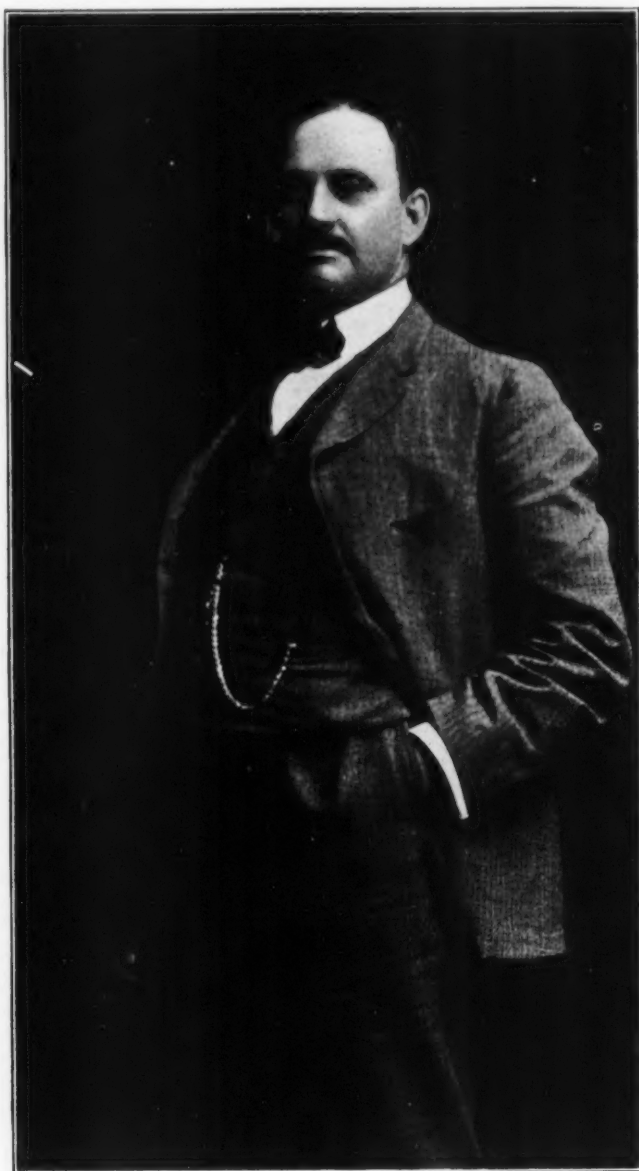
Our First Vice-President, Mr. Adolph Spiehler, should have honored us with his presence as presiding officer to-day, but he being a modest man, prefers to let his light shine from his own hearth-stone. Having, therefore, in a measure justified myself in assuming the duties of this office, I want to call your attention to a few things that appear to me to be worthy of our careful and thoughtful consideration at this time. Let me say, however, in connection with the retirement of Mr. Woodworth from our midst, that we find other vacancies in our Association that cause us real regret. Mr. Sturgis Coffin, who has been actively interested in the work of this Association since its organization, and a member of the Executive Board, has retired from the business and is no longer one of us. We certainly shall miss his wise counsel and advice. Perhaps there are others who have done likewise. These instances suggest an important question, a question which, however, I am not seeking to have answered. Is it possible that these gentlemen have accumulated so much money in the perfume business that they are no longer required to devote their time and energy to its arduous duties, and are now going to spend their leisure looking after their moneyed interests, and see that we do not get it from them.

It is sometimes well for us to look back and

see for what end were we made, and how well are we fulfilling our mission. In referring to our Constitution, Article II, we find that the object of our organization "is to promote feelings of mutual respect, good will and harmony, and a better acquaintance amongst the members of the Association, to eradicate any feeling which may prevail that one city or section of the country is in any unfriendly way arrayed against another; to prevent unmercantile practices and unbusinesslike methods, and in every way possible to make plain to manufacturing perfumers that a solidarity of interest will promote the general prosperity, that more frequent personal intercourse through the meetings of the Association will induce a better acquaintance; that greater confidence in each other will induce members to make common cause in matters affecting the general interest, which can only be attained by unity of action, and to establish rules and regulations whereby grievances and differences may be amicably adjusted and individual rights established."

Its further object is to promote such legislation as shall be beneficial; to prevent legislation likely to be injurious, and to correct existing laws the effect of which has proved detrimental to the general welfare.

How well we are succeeding in accomplishing the purposes of our organization is simply a matter of history. By turning over the pages of history of our Association for the last twelve years we will see that we have made most rapid progress. We have accomplished great things. We have become acquainted; we do not now regard each other as mere names and trade-marks, but as tangible beings, men whose hands we may grasp, and whose personal we have learned to respect. But after all the greatest good comes to the members of the Association by a thorough knowledge of each other as individuals as men, and a certain fraternal feeling in which the interest of one is the interest of all. The work of the Association as we all know is carried on through our various committees, each committee having charge of a special department of work, and as we glance over the field, we find the excellent re-



D. H. McCONNELL, ESQ. PRES. M. P. A.

sults of the work that these committees have done. Our Association to-day stands for so much in the great world of action. It is no longer an individual making a plea for his rights or for his protection, but it is an industry united in being and in faith, which speaks as one man, calling upon railroads, Congress, and upon the Custom House Department for real redress and certain rights of equity. I speak of this so that we may not forget what our Association has accomplished for us. Many of the privileges and advantages that we as individuals in the perfume industry to-day enjoy, is the result of Association work, and it is in no way completed.

We have before us some very important and far reaching questions, questions that are to be discussed and considered here to-day, I trust, with the greatest possible interest, and with the greatest possible care. It is my desire that some concrete action shall be taken by this Convention along certain definite lines that will mean a long step in advance towards the bettering of our trade conditions.

Someone has said that success is not the result of doing one thing well, but of continually doing it well. I have looked over the reports of the various committees, and I want to assure you, gentlemen, that these reports show the greatest possible interest in our work—a live interest, and one that means success.

I am not going to review the reports at this time, but as they are presented to you by the different committees, you will note the able manner in which all work has been performed. I do want to say, however, that these reports in the main have my unqualified endorsement, and I urge upon the Association the wisdom of giving these reports and the recommendations contained therein, due and careful consideration, and of adopting such measures as will carry out the purpose of these recommendations. I wish to emphasize this on the part of the report of the Committee on Trade Interests. It appears to me that we have reached a point where we can unanimously agree on certain things without feeling that we are being restricted in our rights or methods. We want to take up the consideration of these important questions in the spirit which characterizes our organization, and deal with them in such a manner as to result in practical benefit to every member of our Association.

From every source I learn that business has been good, and more or less progress has been made during this past year. We are in an industry that is not strictly commercial. It is aesthetic, and hence should not be conducted along the same lines as an Iron Foundry. Let us get together then at this Convention and put in a lever somewhere that will lift our profession or industry out of the old commercial rut and in a higher plane."

The Secretary, F. B. Marsh, then presented his report which showed that during the last year there had been ten resignations, and four have been dropped from the list of Active Members, leaving forty Active Members in good standing, and that of the Associate Members ten have resigned, and three have been dropped during the last year, leaving fifty-seven Associate Members in good standing, making the total present membership of the Association 97.

Treasurer Richard Hudnut then presented his report which showed an increase in the surplus, and that, notwithstanding the resignations, the Association was in better financial condition than at any previous time.

The Executive Board through its Chairman, Mr. Theodore Ricksecker, reported among other things:

CAMPAIGN OF EDUCATION.

In accord with the action of the Association authorizing the issue of an official letter by the Association for use of the salesmen employed by our members, as the first step in the Campaign of Education to encourage the sale of American perfumery in preference to the foreign, this Board requested its Chairman to prepare such a letter. This was done; it was approved by this Board, and a dozen copies sent each Active Member for their salesmen early last Fall. This was repeated early this Spring.

Many letters of its commendation by members were received; some requesting additional copies.

But one brother criticised a single feature; the mention of the rate of duty on foreign goods, which he thought calculated to invite competition, etc.

This subject is well worthy of consideration by the Association, in a broader sense, including an article published in the public press.

TRADE-MARK RIGHTS.

Several members brought the attention of the Board to the fact that a certain firm manufacturing concentrated combinations of perfumes, etc., advertised to sell concentrations for the various special Trade-Mark Names of seven different firms, which manipulated would duplicate the odors at a considerable saving to the druggist.

The question of our members' legal rights in this case caused considerable correspondence and discussion. One or two took the ground that it is the duty of the Association to protect their individual rights.

Your Board authorized the Chairman to consult an attorney and secure his opinion as to the rights of our members in the matter and report to the parties in interest.

This written legal opinion was secured and copy sent each firm interested. Attorney's fee was \$10, and was paid. This subject will doubtless receive further attention during the present session.

PROPOSED EXTENSION OF LIST OF TRADE-MARKS, ETC.

Mr. A. M. Spiehler, Chairman Committee on Fraternal Relations, requested us to authorize the purchase of a complete list to date of Registered Trade-Mark Names of Perfumery at Patent Office at Washington, in force to date, and publish it with present list.

The Chairman of this Board was requested to ascertain cost and report. I wrote the Patent Office; their reply stated that the only available list was one embracing all toilet articles, including perfumery. This list would cost us \$52.80, and the work of classification probably as much more, to be done by us. The estimate of time necessary is about three weeks.

Letters from out of town members of our Board showed a division of opinion on this proposed expenditure, and we decided by reason of the nearness of the Annual Meeting to refer it to the Association for action.

The Chairman Committee on Fraternal Relations also submitted a set of rules to govern registration of trade names with the Association. This is also submitted to you for decision as well as the question of a proposed fee for such registration; and the appointment of a Spe-

cial Committee by the President; and of employing a paid assistant for the clerical work of the Association, especially in connection with this work.

This has become a serious question. It does not seem reasonable that the able chairman of this Committee should be saddled with clerical work involving too much of one man's time.

The Committee on Legislation, Chairman Mr. Henry Dalley, reported the continued activity of this Committee, and that there was little danger of any tampering with the Tariff Bill for the present. He presented very interesting figures on

IMPORTATION OF FOREIGN PERFUMERY.

The usual statement in regard to these importations during the fiscal year ending June 30th, 1905, is herewith submitted.

You may remember that, for 1904, the increase in these importations was $2\frac{1}{2}\%$ over 1903.

It is interesting to note that the increase during the past year over 1904 was \$84,635, or almost exactly 10%, being an increase of 300% over the increase of 1904.

As we explained in our last report, this increase is not necessarily alarming, although it is of some importance to note the fact, which will probably have some value when the question of tariff revision is up for discussion, that the equivalent ad valorem duty of 65.82%, levied on imported perfumery is not sufficient to prevent an increase. We can therefore safely go before Congress at the proper time and claim that the business of the American perfumer is not unjustifiably protected.

He referred to the fact that a considerable amount of American perfumery was sold under foreign labels deprecating its practice on all grounds.

He further dwelt upon the activity of the Committee of Manufactures in working for cheap industrial alcohol, suggesting that the next step after the adoption of the bill for denaturized alcohol should be an agitation for the reduction of the tax to seventy cents per proof gallon, if possible. The report also mentioned the suggestion of the drawback on alcohol in exported products which should interest exporters of perfumery to a large degree.

OF PERFUMERY AND TOILET PREPARATIONS FOR 1884 AND FROM 1890 TO
1905 WITH PERCENTAGE OF DUTY ON SAME.

ALCOHOLIC PERFUMERY. PARAGRAPH 2.				PREPARATIONS FOR HAIR, MOUTH, SKIN AND TEETH. PARAGRAPH 70.		
	Value of Imports.	Duty, \$2 per Gallon and	Equivalent ad Valorem Duty.	Value of Imports.	Duty. Per Cent.	Total of Paragraphs 2 and 70.
1884.....	\$273,897	50 per cent.	\$61 32	\$163,173	50	\$437,070
1890.....	257,464	50 "	62 25	118,139	50	375,603
1891.....	258,831	50 "	62 74	159,125	50	417,956
1892.....	267,331	50 "	62 25	176,324	50	443,655
1893.....	296,706	50 "	61 77	209,777	50	506,483
1894.....	233,281	50 "	61 56	170,709	50	403,990
1895.....	300,569	50 "	63 27	30,245	50	587,350
				256,536	40	
1896.....	337,065	50 "	62 48	263,881	40	600,946
1897.....	374,497	50 "	64 81	320,100	40	694,597
1898.....	16,565	60 cts. lb.	67 83	10,373	40	413,219
	262,271	45 per cent.	67 72	124,010	50	
1899.....	332,626	45 "	67 72	167,100	50	499,726
1900.....	339,967	45 "	68 74	175,606	50	515,573
1901.....	382,679	45 "	68 12	207,885	50	590,564
1902.....	442,168	45 "	67 46	266,700	50	708,868
1903.....	510,642	45 "	66 87	313,398	50	824,040
1904.....	508,536	45 "	65 41	336,085	50	844,621
1905.....	534,946	45 "	65 82	394,310	50	929,256

Showing an increase for 1905 of.....	\$84,635
or 10 per cent.	

Your Committee mailed its circular letter to each active member of the Association. The replies which we received are very encouraging, and show that a large majority of the members

To proposition (No. 3), which is as follows:

Would you agree not to put up goods under foreign labels, decreasing the demand for domestic perfumes?

We have received 35 answers. Of these, 28 were affirmative; 5 were negative; and 2 were indefinite.

To proposition (No. 4), which is as follows:

The practise of refilling bottles or substituting one perfumer's extract from another's is an evil which exists, and one in which we are all interested. Would you, therefore, agree that a label be affixed to bulk goods calling attention to this fact, and stating that all offenders will be prosecuted to the fullest extent of the law?

We have received 34 answers. Of these 30 were affirmative; 3 were negative, and 1 was indefinite.

The Committee on Fraternal Relations, Mr. A. M. Spiehler, Chairman, reported that he had made great progress with the Bureau of Traveling Salesmen, on which 98 reports have been filed.

He also stated that the department of trade names was growing in efficiency and value. The new methods of publishing applications for registration before actually registering seems to avoid considerable trouble making it possible to file objections before the name is accepted.

The Committee on Importations and Undervaluations reported that, notwithstanding constant examinations and conference with the board of general appraisers no evidence of any undervaluation, according to the laws with which this Committee is concerned, had been brought to their notice.

After the reading of these reports together with that of the Entertainment Committee, in which Mr. W. G. Ungerer, Chairman, outlined the social side of the Convention, including a party at the Hippodrome on Tuesday evening, and a banquet at the Hotel Astor on Thursday evening. The reports were all referred to the Committee of Resolutions, consisting of Messrs. James A. Brohel and Theodore D. Williams.

The Nominating Committee appointed by the Chair were Messrs. Henry E. Dalley, A. B. Calisher, Richard Hudnut, A. D. Henderson and J. J. Haigney.

The Auditing Committee consisted of Messrs. J. C. Buck, C. J. Euler.

On Wednesday morning at 11 o'clock, business

was resumed, by taking up the report of the Committee on Resolutions.

An amendment to the Constitution providing for the election of honorary members was adopted, and Mr. H. S. Woodworth and Mr. Sturgis Coffin were elected.

The report of the Committee on Freight and Transportation was adopted in the form of the following resolutions:

Whereas, The Manufacturing Perfumers' Association of the United States is an association of manufacturers and merchants engaged in business throughout the United States in manufacturing and selling soaps and perfumery to whom, and to whose representatives a simple and economical mileage book system is of the utmost importance; and

Whereas, The Pennsylvania Railroad Company is now exacting from the purchasers of 1,000 mile refund tickets a deposit of \$10 in addition to the actual cost of such mileage tickets, which exaction seems to this association wholly unjust and unsatisfactory, be it therefore

Resolved, That this Association does hereby express its disapproval of the system of mileage books issued by the Pennsylvania Railroad Company, and that it indorses and joins in the effort of those who seek to obtain an abolition of the requirement of said company of a deposit from purchasers of such tickets; and be it further

Resolved, That the secretary transmit to the Pennsylvania Railroad Company a copy of these resolutions as expressing our protest against such practice, and the wishes of this association and of its members individually in reference thereto.

After lengthy discussion of the alcohol question a committee consisting of Mr. Ingram and Mr. Dalley were appointed to prepare special resolutions resulting from the discussion; they presented the following:

Whereas, This Association, viewing with much satisfaction the probable passage of the bill H. R. 17453, providing for free alcohol, as being highly beneficial to the prosperity of the country, respectfully and earnestly recommend that when conditions to be named by the Commissioner of Internal Revenue are made for the denaturing of alcohol, that the present internal revenue regulations affecting the capacity of stills shall remain unchanged; or, if it be deemed necessary by the Commissioner of Internal Revenue, or by

the Congress, to limit the minimum capacity of stills in which alcohol may be denatured, that the minimum be not more than 250 proof gallons.

We further recommend that the cost of administration be borne by the revenues as at present in Germany, and not be made a tax upon denatured alcohol. The enhanced cost of denatured alcohol by reason of this tax would, in our opinion, seriously limit or prevent the use of denatured alcohol, especially for power, heat and light.

On motion the resolution was unanimously adopted.

The following resolution was also presented:

Whereas, The present rate of internal revenue tax is injurious to many industries and should be reduced; it is therefore

Resolved, That this association favors the Lovering Bill H. R. 9051, and urges upon Congress that the Internal Revenue Tax upon alcohol be reduced to seventy (70) cents a gallon.

On motion the resolution was unanimously adopted.

A special committee had been appointed to offer congratulatory resolutions to Colgate & Co., which were as follows:

The Manufacturing Perfumers' Association of the United States, in convention assembled, takes this occasion to express its hearty congratulations to Messrs. Colgate & Co. on the one hundredth anniversary of their existence as a firm, which has been characterized by probity and fair dealing. We feel that in honoring them we are honoring ourselves, and wish them continued health and prosperity.

(Signed)

HENRY DALLEY,
ALFRED G. WRIGHT,
THEO. RICKSECKER,
Committee.

The resolution was unanimously adopted by a rising vote.

One of the most important and interesting discussions resulted from the presentation of a resolution suggesting an exhibit of American perfumes at the next annual meeting of the perfumers. There was wide interest manifested, and the general desire was expressed in the unanimous vote for such an exhibition, and for a continued "Campaign of Education" at the direction of the Executive Board for which an ap-

propriation of the sum of (\$300) was made.

It was suggested further that the co-operation of all the members to secure the publication of articles in the leading newspapers of the country, was needed.

On motion of Mr. Dalley the following resolution was adopted:

Resolved, That it is the duty of each member of this association to give all the information and assistance in its power to the Committee on Trade and Transportation.

Mr. Dalley also offered the following resolution:

Resolved, That the work of the Committee on Fraternal Relations is thoroughly appreciated by the association, its value, its thoroughness and its care; and that the thanks of the association be offered to the Chairman of the Committee on Fraternal Relations for his devotion to the work.

The following letter was read from Messrs. Colgate & Company, addressed to Secretary Marsh:

"Will you please express to the Manufacturing Perfumers' Association our appreciation of their very kind resolutions and congratulations on our one hundredth anniversary.

"We appreciate this not only on account of the good wishes, but still more because it indicates the cordial feeling which now exist among the perfumers of this country, a condition which we trust may continue for many years to come.

"Again thanking you for the resolutions, and with best wishes for the coming year, we remain, yours very truly,

"COLGATE & COMPANY."

Messrs. Euler and Robeson, special committee, presented the following:

Whereas, Through the death of our late member, C. L. Cotton, this association has lost an esteemed and beloved member, and it desires to express its high appreciation of his long and faithful services in the interests of the association, and his honorable, upright career as a merchant,

Resolved, That we express our deep sorrow at his loss and tender to his bereaved family our sincere sympathy in their affliction.

Under the head of new business a lively discussion of the Parcels Post subject took place during which Mr. F. F. Ingram gave the Association the benefit of his wide study of this mat-

ter. The result was the adoption of the following resolutions:

Resolved, That this Association heartily indorses the Henry bill for the consolidation of third and fourth class matter, taking the rate of the third class matter, and that the individual members of the association direct letters to their Senators and Congressmen urging its passage, and that this resolution be forwarded to the Postal Committee of Congress.

Mr. Ingram also offered the following:

Resolved, That a committee of three be appointed by the President to consider the subject of parcels post in all its various phases, and to report to the Executive Board.

Another very interesting matter was brought forward by the suggestion that the Executive Committee arrange to have special papers prepared and read at the next annual meeting of the perfumers.

"This motion prevailed, and will doubtless result in some very interesting presentations before the General Body.

The following officers were elected:

President, D. H. McConnell, New York.

First Vice-President, J. Clifton Buck, Philadelphia.

Second Vice-President, F. F. Ingram, Detroit.

Secretary, F. B. Marsh, New York.

Treasurer, William A. Bradley, New York.

Members of Executive Board elected for three years: Henry Dalley, New York; Alfred G. Wright, Rochester, New York; Gilbert Colgate, New York.

ACTIVE MEMBERS PRESENT.

D. R. Bradley & Son, New York,

D. R. Bradley,

William A. Bradley.

A. B. Calisher & Co., New York,

A. B. Calisher.

Colgate & Company, New York,

Gilbert Colgate.

Cotton Perfume & Extract Co., Earlville, N. Y.,

F. C. De Vallant.

Crescent Perfume Co., Rochester, N. Y.,

Theodore D. Williams.

French, Cave & Co., Philadelphia, Pa.,

J. Clifton Buck.

Goetting & Co., New York,

D. H. McConnell,

A. D. Henderson.

R. Hudnut's Pharmacy, New York,
Richard A. Hudnut.

F. F. Ingram & Co., Detroit,
Frderick F. Ingram.

Lazell, Dalley & Co., New York,
Henry Dalley.

Henry A. Dalley.

R. H. Macy & Co., and Abraham & Straus, New York,

Joseph A. Brohel.

Michigan Drug Co., Detroit,

James E. Davis.

The Theo. Ricksecker Company, New York,

Theo. Ricksecker,

Frank B. Marsh.

William B. Riker & Son Company, New York,

John J. Haigney.

The Abner Royce Company, Cleveland, O.,

S. S. West,

W. H. Hyde.

C. H. Selick, New York,

George Selick.

Schandein & Lind, Philadelphia,

Monroe P. Lind.

Frederick Stearns & Co., Detroit,

Frederick S. Stearns.

Alfred Wright, Inc., Rochester, N. Y.,

Alfred G. Wright.

ASSOCIATE MEMBERS PRESENT.

Bruno-Court, Grasse, France,

T. H. Grossmith.

Buedingen Mfg. Co., Rochester, N. Y.,

Carl Buedingen.

Calvert Lithographing Co., Detroit,

J. N. Widdifield.

Antoine Chiris, Grasse, France,

Christian G. Euler,

W. B. Robeson.

Christo Christoff, Kazanlik, Bulgaria,

Edwin H. Burr.

P. R. Dreyer Co., New York,

P. R. Dreyer.

H. C. Fox & Sons, Philadelphia,

Florence Fox.

Fritzsche Bros., New York,

F. E. Watermeyer.

Alexander Goldman, New York,

Alexander Goldman.

T. H. Grossmith, New York,

T. H. Grossmith.

Heine & Co., New York,
Richard F. Fischer.
Jeancard Fils, Cannes, A. M., France,
W. G. Ungerer.
George Lueders & Co., New York,
George Lueders,
E. V. Killeen.
Magnus & Lauer, New York,
J. Hymes.
National Aniline & Chemical Co., New York,
Charles H. Alker.
Roure-Bertrand Fils,
Edwin H. Burr.
Shipkoff & Co., Kazanlik, Bulgaria,
Christian G. Euler,
W. B. Robeson.
I. Springer & Co., New York,
Carl Bomeisler.
Swindell Bros., Baltimore, Md.,
H. O. Brawner,
Wm. Swindell.
Synfleur Scientific Laboratories, Monticello,
N. Y.
Alois von Isakovics.
The Thompson & Norris Co., New York,
Louis E. Elldrot.
Ungerer & Company,
William G. Ungerer,
F. H. Ungerer.
J. D. McFerren.
Van Dyk & Co., New York,
Louis A. Van Dyk.

THE BANQUET AND VAUDEVILLE ENTERTAINMENT.

The climax of the meeting was the Banquet and Vaudeville Entertainment on Thursday evening. It was a little after seven o'clock when more than a hundred of the members were seated at nineteen small tables, decorated with flowers. The following was the menu:

Buffet Suedoise

Haut Barsac, 1900.

Huitres sur coquilles

Creme de Celeri aux fleurons

Olives Celeri Radis Amandes saalees

Filet de Bar raye au chablis

Pommes de terre au naturel

Coeur de Filet de Boeuf a la Richelieu

Fonds d'artichauts farcis Laitues braisees

Poitrines de Volaille en Supreme
Sorbet aux Parfums

St. Martin, 1899.

Pigeonneaux Royal rotis

Salade Escarole

Glace de Fantaisie

Petits Fours

Bonbons

Fruits assortis

Cafe noir.

After enjoying this to the accompaniment of music and singing by a quartette, and the occasional popping of corks (not cider) the Vaudeville Entertainment was presented with the following performers:

V. P. Woodward.....Tambourine Juggler.
Sylvia StarrComedienne.
Gregg Patti.....The Little Comedian.
Ethel McDonough..The Girl Behind the Drum.
Carmen SistersBanjoists.
Constantine Sisters,

Acrobatic and Roughhouse Dancers.

The President of the Association moved a special vote of thanks to the Entertainment Committee, Mr. W. G. Ungerer, Chairman, for the satisfactory and delightful enjoyments provided for the members, and this was carried by a rising vote. Thus closed the Twelfth Annual Meeting of the Manufacturing Perfumers' Association, with satisfaction expressed on every side at the work done.

The social side of the Perfumers' Convention was by no means its least important feature. After the theatre party at the Hippodrome on Tuesday evening the gathering of a hundred of the visiting members with their lady friends at the Café des Ambassadeurs formed a fitting and jovial conclusion of the evening. The dainty little supper, with its special menu cards, served in the balcony which was reserved for the Perfumers, served to cement friendships all the more firmly.

The luncheons each day of the meeting were enjoyed; not alone for the excellent food provided by the Hotel Astor, but the conversation was animated and the bonds of fellowship made all the stronger.

When it came to the banquet the climax of good-fellowship was reached, and it is said that some of the members might be there yet had they not been reminded that to-morrow was there.

EUROPEAN CORRESPONDENCE.

MESSINA, Italy.—The condition as to oils of Lemon, Orange and Bergamot are peculiar. There has been an upward movement for some time past in all these products and there seems to be every prospect of continued firmness.

The fact is that these oils are being held there by bankers who have advanced money or there are a few original producers who are strong enough to hold all that they have. The demand is good and as a consequence prices cannot fail to continue to advance. There is a very light supply of oil of Orange, a limited supply of Oil of Lemon, and there is no prospect of any addition to the stock of Oil of Bergamot.

In regard to these last there is continued evidence of adulteration and while one late sample sent us for analysis seemed to be up-to-standard, another one was far from perfect.

The consumers should therefore be on their guard against any cheap Oil of Bergamot, for if it is cheap it must be adulterated. Insist upon 37°-38° ester.

MARSEILLES, France.—As was expected the Syndicate in Oil of Geranium Bourbon has gone to pieces. Many have been unable to hold on to the stock, but as this was expected prices were discounted and no decline is to be expected, especially as no shipments have been made to Marseilles for some months, and the stock is low there.

CANNES, France.—The Violet crop has been completely gathered and we now know that it is about normal; as a result prices of Violet products will be approximately the same as last year.

The unforeseen frosts at the close of March which have caught the Orange Trees in Bud have caused tremendous damage to the Orange Flower Crop. It is impossible to state the extent of the damage, but it is a question whether we shall have more than one-fourth of the usual production. Of course the price of Oil of Neroli must advance very greatly as soon as we are made dependent upon this new crop.

THE PEPPERMINT SITUATION.

There have been rumors and more than rumors about a short peppermint crop this year, but only now is the report confirmed by a number of unimpeachable authorities, that there will be a tre-

The cause is simple: the open winter has brought about the freezing of the roots to such an extent that many are killed altogether, and those not entirely dead are so weak that they will produce only poorly. There is now no doubt as to these facts. But there are other elements lending special color to the present situation.

Last year's crop was only normal, and coming as it did upon a bare market it was eagerly absorbed. The result is that the stock on hand is the smallest ever known in the history of the production of this important product.

With a small supply on hand and the prospect of possibly a third of a crop, or less, it is not surprising that some of the dealers expect Peppermint oil to go to five dollars before the end of the season. This price may be slightly exaggerated, but it is at least the part of wisdom for those who need this oil in any quantity to cover themselves against immediate needs.

THE IONONE SUIT.

A decision has been rendered by Judge Ray, of the United States Circuit Court, under date of March 27th, in the suit against George Lueders & Co., for infringement of the Ionone Patents. This case has been pending since May, 1899, when Harmann & Reimer entered suit against George Lueders & Co., for violation of the Ionone Patents. Much time was consumed in tedious testimony and actions in Germany, France, and the United States; at last the case came up before Judge Ray, in January of the present year.

Meantime, the patents had been transferred to The Haarmann, DeLaire, Schaefer Co., of Maywood, New Jersey, who continued the action.

In rendering his decision Judge Ray made the following observations:

"The patent in suit contains four claims, but claim one only is in suit. I think title in complaint is shown. Infringement must be proven, it is not presumed, the evidence ought to be satisfactory to the trial court.

In this case I appreciate the difficulties under which complainants labored, but am far from convinced that defendants have infringed. I also doubt the validity of the patent, but will not pass on that point. Assuming it to be valid, infringement is not shown.

The defendants are entitled to decree dismissing the bill of complainant with costs."

The complainant has appealed the case.

THE α AND β -IONONES

BY PHILIPPE CHUIT,

Dr. ès-sciences.

(Continued from the March Number.)

Oxime.—If 20 grams of ordinary sodium salt of the hydrosulfonic combination of α Ionone in solution with 60 cubic c. water are treated with 6 grams of chlorhydrate of hydroxylamine and 8 grams of acetate of potassium dissolved in a little water, one obtains a clear solution which if left to rest for several days, does not yield any crystals but saturated in a hot state with sodium chlorid, yields 25 grams of an oil which becomes thick, and afterwards flakes, becoming viscous during filtration.

The Oxime is very easily soluble in water; when caustic soda is added to the solution it does not yield Ionone, but if a steam current is allowed to pass, there distills slowly a thick oil, which is most likely the free Oxime of α Ionone.

The Oxime of the crystals of the sodium salt was not obtained in a pure state.

It is not possible to prepare it, as might be supposed from the Oxime of the α Ionone.

By letting the Oxime of the α Ionone boil with bisulfite of sodium, the dissolution takes place fairly easily, but the Oxime is decomposed and the ordinary Na salt of the hydrosulfonic compound of α Ionone is formed.

SEMICARBAZONE $C^{13}H^{21}(SO^3Na):Az.Az.H.CO.AzH^2$.—If 10 grams of the Na hydrosulfonic compound of α Ionone salt are mixed with the equivalent molecular quantity of chlorhydrate of semicarbazide and acetate of potassium, the whole dissolved in 40 cubic c. of water, a clear solution is obtained, which, after a short time, turns completely into crystals; the yield is very good.

The recrystallization of the product in boiling alcohol yields pretty white needles, easily soluble in water, little soluble in alcohol; and does not yield Ionone with caustic soda, but another oil which possibly might be the free semicarbazone of Ionone.

ANALYSIS: I.—No loss in the desiccator, or in warming during 2 hours at 105° .

II.

Subst.=0.2181 gr.

Na^2SO^4 =0.0429 gr.=6.37.

III.

Subst.=0.2537 gr.

Az.=27.3 cc. under 725 mm. and $20^\circ=12.03$.

Theory for:

$C^{13}H^{21}(SO^3Na):Az.AzH.CO.AzH^2$.

6.51 Na%.

11.89 Az%.

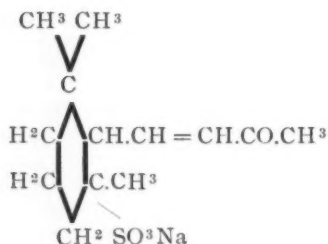
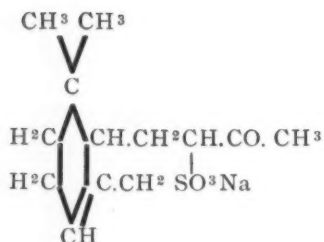
Diluted sulphuric acid precipitates the free acid from watery solutions: crystals settling slowly, not much soluble in cold water, more easily in warm, very soluble with Na^2CO^3 ; recrystallized in alcohol: pretty white scales melting at 203° decomposing themselves with a gaseous evolution.

PHENYLHYDRAZONE.—By adding 3 grams of Phenylhydrazine to a solution of 10 grams of hydrosulfonate of sodium of α Ionone, the oil dissolves itself immediately; after having removed through ether a small quantity of impurities, one precipitates afterwards with ordinary salt a thick oil settling gradually; it is very soluble in water and seems to yield with caustic soda the free Phenylhydrazone of the α Ionone.

The Phenylhydrazone of α Ionone, when boiled with bisulfite mixture, already described, does not dissolve itself.

The Na salt of the hydrosulfonic compound of the α Ionone may possess one of the following formulas: (See next page.)

When trying to set free the hydrosulfonic acid of the ordinary salt, which forms itself by dissolving the α Ionone in bisulfite of sodium, it is not the corresponding acid which is obtained, at least under the conditions which are described below, but in reality two acids yielding themselves two quite distinct salts of the unstable salt; these acids are designated here as "intermediate" and "stable" acids to distinguish them one from the other and from the unstable acid yet unknown.



INTERMEDIATE HYDROSULFONIC ACID OF α IONONE.

In vacuum, at a temperature of 30-35° a solution of 32 grams, 3 of a α Ionone hydrosulfonate of sodium unstable with 9 grams, 8 sulphuric acid of 50% are evaporated; the residue does not dissolve itself in benzine, but in acetic ether, which leaves the sulfate of sodium insoluble.

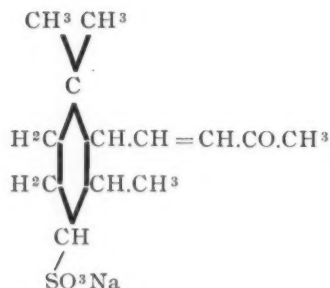
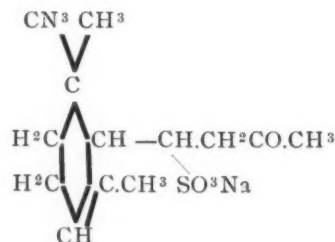
By evaporation in vacuum of the solution in acetic ether, a very acid syrupous liquid is obtained, from which a few crystals precipitate themselves, which have been recognized to be sodium salt of the intermediate acid. After filtering, the syrupous liquid has a density of 1.21 at 15°.

This intermediate acid partially crystallizes after a while if it is left exposed to the air; the crystals which are formed are those of the stable acid.

When warmed with a solution of carbonate of sodium or caustic soda, the intermediate acid does not yield α Ionone any more; from this point of view it is therefore a stable acid.

It transforms itself very easily into a real stable acid by the action of heat or that of sulphuric acid.

NA SALT.—The acid in solution is neutralized by Na^2CO^3 and then the salt that is formed by the sodium chlorid is precipitated; the filtered and dried precipitate is treated by boiling acetic ether which removes a little salt corresponding to the stable acid from it, then the insoluble part



is dissolved in warm alcohol which, when cooling, allows the intermediate salt to settle down in the form of pretty, transparent and regular crystals.

QUANTITATIVE ANALYSIS OF THE H^2O .

No loss after 12 hours in vacuum and on H^2SO^4 ; no loss either after 2 hours in the drying stove at 80°; therefore no crystallization water.

I.

Subst.=0.4012 gr.
 $\text{Na}^2\text{SO}^4=0.0941 \text{ gr.}=7.60.$

II.

Subst.=0.4012 gr.
 $\text{Na}^2\text{SO}^4=0.0924 \text{ gr.}=7.46.$

III.

Subst.=0.6682 gr.
 $\text{BaSO}^4=0.5102=10.49.$

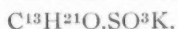
Theory for:
 $\text{C}^{13}\text{H}^{21}\text{O} \cdot \text{SO}^3\text{Na}.$
 7.77 Na%.
 10.81 S%.

This intermediate salt must be possessed of one of the four preceding possible formulas as well as the stable salt described further on.

It is easily distinguishable from the other two salts, which are known because it does not con-

tain any crystallization water, also because it does not yield α Ionone with carbonate of sodium as the unstable salt easily does, and it is very little soluble in acetic ether, a dissolvent which easily dissolves the stable salt; it is also crystallized very differently to the latter.

K SALT.—It can easily be prepared by neutralizing a solution of the acid with K^2CO^3 ; it is also crystallized in alcohol; crystalline white precipitate, containing no crystallization water; it must therefore have the formula:



STABLE HYDROSULFONIC ACID OF α -IONONE $C^{13}H^{21}O.SO^3H. + 3H^2O.$

This acid and its salt have been obtained by various methods.

5 grams, 4 sulphuric acid 90% are added to a solution of 32.3 grams unstable α Ionone hydrosulfonate of Na in 100 cubic c. water, which are slowly allowed to evaporate on a water bath until dryness; then a gelatinous mass remains besides the crystals of Na^2SO^4 , which is taken up again with alcohol and ether; after evaporation of the solution and filtering in order to separate the Na^2SO^4 , the stable hydrosulfonic acid is obtained in the shape of white scales.

This acid can also be prepared from the same salt, by a more simple process, by heating it to 60° with five times its weight of sulfonic acid 50% for a short time; the acid separates itself soon in the shape of an oily layer little colored which swims on the top of the mixture and crystallizes when cooling. It is filtered and crystallized in benzine; the yield is excellent.

Very soluble in cold alcohol and ether, acetic ether and water, also easily soluble in benzine slightly warm, which leaves it when cooling or after evaporation in large white nacreous crystals.

These scales do not melt regularly; the melting point is first between 60° and 75° , and when the melted product is allowed to recrystallize at $80-88^\circ$; the product becomes slightly brown and there is probably a beginning of decomposition.

It is a strong acid, marking easily the testing papers, and decomposing carbonates energetically.

The watery solution precipitated by sodium chlorid yields a sodium salt and not the free acid.

This acid withholds easily a little sulphuric acid which may be removed easily with a little

barium chlorid, to have it absolutely pure.

ANALYSES.—The quantitative analysis of the crystallization water is not possible; the substance, when being placed in the desiccator in vacuum or even without vacuum, soon becomes violet brown, then black, and loses up to 50% of its weight.

I. Subst.=0.2137 gr.; $CO^2=0.3717$ gr.=47.45
 $H^2O=0.1659$ gr.= 8.62

II. Subst.=0.5929 gr.; $BaSO^4=0.4074$ gr.= 9.44

III. Subst.=0.5325 gr.; $BaSO^4=9.3802$ gr.= 9.80

Theory for: $C^{13}H^{21}O.SO^3H + 3H^2O.$

47.56 C%

8.54 H%.

9.76 S%.

VOLUMETRIC ANALYSIS:

Subst.=0.8405; used 2.56 c.c. KOH normal.

2.56 c.c. $\times 0.328=0.8396$, viz., 99.89%.

Warmed with diluted caustic soda, the stable acid does not yield Ionone and the sodium salt which is formed crystallizes in scales when cooling; if this acid is put in presence of concentrated H^2SO^4 , it dissolves giving a yellow coloration and an evolution of SO^2 ; by adding water an oil precipitates which has not yet been examined, which is also produced when the acid is distilled in a steam current in presence of diluted H^2SO^4 .

NA SALT. $C^{13}H^{21}O.SO^3Na + 3H^2O.$

It can be obtained by neutralizing the stable acid with carbonate of sodium; if the solution is sufficiently concentrated the salt crystallizes in pretty white scales, which are purified in acetic ether. It first crystallizes in very long white filaments and afterwards when it is pure in bright iridescent scales.

Very soluble in water, fairly soluble in warm acetic ether and benzine.

Analysis of the salt crystallized in acetic ether:

I.

Subst.=0.3620 gr.; loss in vacuum=0.0560 gr.
 =15.47.

II.

Subst.=0.1558 gr.; loss at $90^\circ=0.0238$ gr.=15.27.

III.

Subst.=0.1520 gr.; $Na^2SO^4=0.0307$ gr.=6.54.

Theory for: $C^{13}H^{21}O.SO^3Na + 3H^2O$

15.43 $H^2O\%$

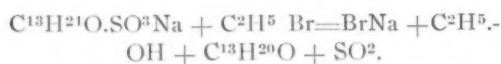
6.57 Na%

The stable sodium salt may also be prepared directly from the unstable salt, that is without first preparing the acid.

If for instance, the unstable salt is submitted to the action of sulphuric acid in a moderate manner, particularly if there is not a sufficient quantity of acid to decompose the whole of the salt, a stable sodium salt is formed.

A better method consists in warming the unstable salt in alcoholic solution with ethyl bromide: after some time all the unstable salt is transformed into stable salt.

It is probable that this transformation takes place under the influence of a constant little evolution of SO^2 resulting from the reaction of $\text{C}^2\text{H}^5\text{Br}$ on the unstable salt.



A feeble evolution of the acid vapors may in fact be noticed and a little NaBr and oil are found again in the product of the reaction; the oil contains, however, only little Ionone.

Nevertheless the trials made in warming an alcoholic solution of the unstable salt, containing SO^2 in dissolution have only yielded very little or no stable salt at all.

If an alcoholic solution of unstable salt with a drop of H^2SO^4 is warmed to 110° for a day in a sealed tube, a good proportion is transformed into stable salt.

In warming slightly the stable salt with H^2SO^4 50% the stable acid appears swimming on the top in the shape of an oily layer crystallizing rapidly.

The stable salt is easily distinguishable from the other two hydrosulfonates of sodium of α Ionone on account of its solubility in acetic ether, in acetone, benzine; besides it does not yield α Ionone like the unstable salt when it is treated with NaOH or Na^2CO^3 in watery solution and the unchanged salt recrystallizes easily.

The existence of these various hydrosulfonic salts reminds one of the similar facts ascertained by Tiemann (Bericht B., 31, 3310), with the hydrosulfonic compounds of citral. However, while citral easily dissolves in neutral sodium-sulfite, the α and β Ionones do not share this property; but I have noticed that by shaking during 150 hours 5 c.c. of β Ionone with 9 grams of dry neutral sulfite; 7.5 grams bicarbonate of sodium and 100 c.c. water, the volume of the oil is re-

duced to about half; in extracting with benzine to remove the oil, which is simply dissolved, 0.4 c.c. are still regained, and if the oil, which is really combined, is liberated through NaOH in presence of benzine, by distillation of same, 2 c.c. of β Ionone are found again.

The β Ionone would consequently be a little soluble in neutral sulfite of sodium. The α Ionone treated exactly in the same manner has been refound unchanged.

On the other hand, I have found that Pseudoionone, which still contains the two double connections of citral, has preserved the property which that one has, to dissolve in a solution of neutral sulfite; a little time is, however, necessary to complete the reaction; the Pseudoionone same as citral, can be regenerated nearly completely from this compound.

SEMICARBAZONE OF THE STABLE SALT OF NA.

The semicarbazone of the stable salt of Na:

$\text{C}^{13}\text{H}^{21}(\text{SO}^3\text{Na})$: $\text{Az}.\text{AzH}.\text{CO}.\text{AzH}^2 + 3\text{H}^2\text{O}$ can be obtained by warming very slowly in a water bath during a few hours a mixture of 9 grams of stable salt in 25 c.c. of water, with 4 grams chlorhydrate of semicarbazide and 4 grams acetate of sodium; the acetate of potassium is not suitable for this preparation, because if used, a precipitation of stable salt of potassium is immediately obtained, which is much less soluble.

The semicarbazone crystallizes in bulk; it is taken up through a mixture of warm alcohol and acetic ether from which it crystallizes into pretty white needles; very little soluble in pure acetic ether.

ANALYSES.

I.

Subst.=0.1331 gr.; in vacuum no loss at 105° during 10 hours=0.0171 gr.=12.85.

II.

Subst.=0.2684 gr. Na^2SO^4 =0.0454 gr.=5.48.

III.

Subst.=0.2840 gr.; 27 c.c. Az under 720 mm. and at 19° =10.53.

Theory for:

$\text{C}^{13}\text{H}^{21}(\text{SO}^3\text{Na})$: $\text{Az}.\text{AzH}.\text{CO}.\text{AzH}^2 + 3\text{H}^2\text{O}$.
13.26 $\text{H}^2\text{O}\%$
5.65 $\text{Na}\%$
10.32 $\text{Az}\%$

The Oxime of the stable salt could not be prepared; the phenylhydrazine is easily dissolved by a watery solution of stable salt, but the pure phenylhydrazone has not been isolated.

SALT OF K. $C^{13}H^{21}O.SO^3K+3H^2O$.

It is prepared by means of the stable acid and carbonate of potassium; when cooling from the solution the salt crystallizes nearly completely into very pretty white scales.

ANALYSES:

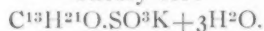
I.

Subst.=0.1908 gr.; loss=0.0284 gr.=14.88

II.

Subst.=0.1793 gr.; $K^2SO^4=0.0445$ gr.=11.11

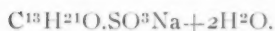
Theory for:



14.75 $H^2O\%$

10.66 $K\%$

ORDINARY SODIUM SALT FROM THE HYDROSULFONIC COMPOUND OF β IONONE OR THE β IONONE HYDROSULFONATE OF SODIUM UNSTABLE.



I have found that this compound, which is formed when β Ionone is dissolved in boiling bisulfite of sodium, as is done for the corresponding compound of α Ionone, can be obtained in crystalline state under the following conditions:

If the bisulfite solution which contains it is saturated in a warm state with sodium chlorid, the hydrosulfonic compound forms a syrupous layer on the surface; this layer is more soluble when cold than warm, and, after cooling, it redissolves fairly easily if the mixture is agitated without having separated the two layers; on the other hand it can easily be separated when warm, and has a density of 1.200 at 15° ; after a certain time, it ends by transforming itself into crystals.

These crystals are much less beautiful than the corresponding crystals of α Ionone and are exceedingly soluble in water, but crystallize, however, if they are in a concentrated watery solution; in case there was a little α compound in solution, it is naturally that one which separates itself first into crystals.

The sodium salt of the β Ionone is easily soluble in acetic ether, acetone and benzine when warm, which allow it when cooling to settle into pretty crystals or white leaflets; it is very soluble in cold alcohol, through evaporation, the alcoholic solution becomes a thick syrup from which white scales separate or beautiful transparent crystals, if the evaporation is very slow.

ANALYSIS OF THE CRYSTALLIZED SALT OF ACETIC ETHER.

I.

Subst.=0.3686; loss in vacuum=0.0391=10.61 at 80° already the body decomposes.

II.

Subst.=0.2659; $Na^2SO^4=0.0564=6.87$.

III.

Subst.=0.2000; $Na^2SO^4=0.0430=6.95$.

Theory for: $C^{13}H^{21}O.SO^3Na+2H^2O$.

10.83 $H^2O\%$

6.93 $Na\%$

The solubility of this salt in acetic ether, acetone and benzine and the insolubility in the same dissolvents of the corresponding salt of α Ionone, enable one to base on this difference a new method for the separation of these two compounds, and, following this, the production of pure α & β Ionones.

Here are a few tests which I made on this subject which enable one to ascertain the very minimal solubility of the α Ionone salt, and to see that the separation of the two compounds of α & β Ionone is very good by using acetic ether.

a. During a quarter of an hour 2 grams of the unstable salt of α Ionone are made to boil with 100 grams acetic ether.

Insoluble part=1.9 gram.

Soluble part: no crystallization after 8 hours.

Soluble part: 0.05 in evaporating this dissolvent. Acetic ether, when boiling therefore only dissolves 0.05 of salt in 100 grams.

b. The same operation with the same salt, but dried, yields the same result.

c. By warming to boiling point for 10 minutes:

2 grs. unstable Na salt of β Ionone,

2 grs. unstable Na salt of α Ionone,

20 c.c. acetic ether.

insoluble part=1.9 gram,

soluble part=1.5 gram in crystals,

soluble part=0.4 gram by evaporation.

The results are not of very great exactitude because part of the substance gets lost against the walls of the glass flask and the filter, but show, however, that the separation is good.

The salts resulting on the one hand from the insoluble part, and on the other of the one that is soluble in the acetic ether, decomposed by carbonate of sodium have yielded α & β Ionones, which have been found to be absolutely pure after examination of their thiosemicarbazones.

d. The same test for separation made with dried salts gives a similar result.

The unstable sodium salt of β Ionone is very easily decomposed and simply, by warming its watery solution, the odor of the β Ionone is noticeable; and if the warming is continued, the solution becomes cloudy in consequence of a little oil which is liberated. The yield from salt into oil is quantitative when decomposing with Na_2CO_3 in a steam current.

The tests which were made in order to obtain a stable salt have been negative; if the mixture of the unstable salt and sulfuric acid is evaporated in the same way as for the preparation of the stable acid of the α , the salt is decomposed setting free SO^2 and β Ionone; in evaporating at $30-35^\circ$ in vacuum, a part of the salt remains intact, the other is decomposed as above; no success is possible either by warming the salt of the β in alcoholic solution with ethyl bromide.

SEMICARBAZONE, $\text{C}^{13}\text{H}^{21}(\text{SO}^3\text{Na}) : \text{Az}.\text{AzH}.\text{CO}.\text{AzH}^2 + 4\text{H}^2\text{O}.$

Six grams of the β Ionone salt dissolved in 15 c.c. of water with 2 grams of chlorhydrate of semicarbazide and 2 grams of acetate of sodium in 5 c.c. of water are warmed on a water bath; after half an hour already the product begins to crystallize completely in the shape of small bright scales; very little soluble in acetic ether, little soluble in alcohol, soluble in warm water from which the product crystallizes into silvery scales.

Analysis of the recrystallized product in alcohol.

I.

Subst.=0.1951 gr.; loss in vacuum on H^2SO^4 =
0.0337 gr.=17.27.

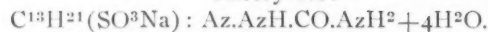
II.

Subst.=0.1951 gr.; Na^2SO^4 =0.0338 gr.=5.60.

III.

Subst.=0.3265 gr.; 29 c.c. Az under 728 mm. at
 15° =10.09.

Theory for:



16.94 $\text{H}^2\text{O}\%$

5.41 $\text{Na}\%$

9.88 $\text{Az}\%$

The Oxime is very soluble in water and in alcohol; it is precipitated from its watery solution, in the shape of a heavy oil crystallizing after some time, if it is saturated with sodium chlorid.

(To be concluded.)

AN UNBIASED ORGAN.

That THE AMERICAN PERFUMER is the unbiased organ of the Perfumers of the United States and of allied interests should be clearly evidenced by this, as well as the first, issue of this magazine.

The only breath of criticism that has come to our ears is that this journal is a "House Organ." That such is not the case and never will be the case we stand ready to prove by the contents themselves.

The issue of THE AMERICAN PERFUMER has been undertaken by its publishers because they felt that this important industry required an official organ, and their name has been attached thereto as a guarantee that the information published in its pages would be authoritative and beyond dispute.

It is the declared purpose of THE PERFUMER to publish what will interest all connected with the odoriferous arts, and the advertising pages are open to any and every reputable house on equal terms.

This, the second number of the magazine, is a demonstration that the trade appreciates the value of this organ for reaching the perfumers of the World, and that its privileges are hedged in by no invidious discriminations.

We are in the field for the benefit of all; of those who furnish the raw materials as well as of those who utilize them in manufacture. We shall strive at all times to be supremely fair and unprejudiced and are willing at every turn to give a hearing and space to any just criticism.

THE AMERICAN PERFUMER is now the organ of the manufacturers of the United States.

ON THE SCENT.

BY MR. S. SENCE.

The Spiehler Building in Rochester was quite badly damaged by water and fire last month. The countless friends of Mr. Adolph Spiehler will be pleased to learn however that his loss has not been great, the damage to stock being chiefly by water, and that at this writing all is well again. It was regretted that on account of the confusion he could not attend the Perfumers' Convention.

Mr. Joseph Cave, of French, Cave & Co., so well known in the trade, has joined Mr. John H. Wood in the formation of a new concern, under the title of Wood, Cave & Co. The numerous friends of these gentlemen wish them well in the new enterprise for which this combination of strength and experience augurs only the best possible results.

The use of a marked and distinctive perfume has led to the tracking of a very accomplished thief of the weaker sex, in New York. What material for a Sherlock Holmes! This up-to-date lady has not only a taste for perfume, but for silverware as well, hence these tears! Was the perfume so good or so bad that it served as a clue? Will perfume become more fashionable now with a certain class, or will the wary avoid it as dangerous?

Mr. Eddy Palmer, Mr. E. I. Mott, Mr. Richard Hudnut, Mr. J. Clifton Buck, Mr. T. B. Dunn and F. F. Ingram were some of the special guests at the banquet, at which unfortunately none of the Colgates found it possible to appear. Those who missed the convention and the banquet may not know how much they missed, but those who were there do.

The Metzger Chemical Company, dealing in Perfume Concentrates, has been reorganized and is removed to 164 Front street. As now constituted the company consists of C. E. Metzger, President; C. E. Sholes, Vice-President; H. T. Avery, Secretary; W. S. Whittlesey, Treasurer, and Messrs. C. J. Duggan, J. E. Teeple and T. C. Haynes, Directors.

Fortunately our heads do not swell easily, or we might be affected by the numerous letters of congratulation which have come to us from Europe and from the leading Perfumers of the

United States upon the first number of THE AMERICAN PERFUMER. We do not take account of the checks, save as earnest of the substantial interest aroused by this new organ. We have been especially touched by the very graceful and handsome compliments tendered us by *The American Druggist*, to whom we extend assurance of our sincere appreciation.

There are some who Dare and some who "Dasen't." To the daring members of the trade who appreciating the value of THE PERFUMER as the organ by which to reach the perfumery trade they seek, have inserted their advertisements in our magazine, we extend our hearty felicitations. You know, and we know why the other stay on the other side of the fence, for the present. They are waiting to see how the "cat is going to jump;" but they are wasting time. The cat has jumped, and with the daily increasing patronage of those who advertise in THE PERFUMER we have proof of the direction of her saltatorial effort.

The firm of T. H. Grossmith (representing Bruno-Court, Grasse, France), dealers in Essential Oils and Pomades, has just removed from No. 1 Cedar Street to No. 18 Fletcher Street, where the many friends of Mr. Grossmith trust he will add greatly to the volume of his business in his new quarters. He has purchased this building and is having it thoroughly remodelled. There should be model quarters now for the conducting of the business.

There was quite a lively little blaze in the basement of the officers of the W. J. Bush Co., at No. 5 Jones Lane on the afternoon of the 12th of the month, but we are pleased to state that the damage, while considerable, has not materially interfered with the filling of orders. There will be no interruption in the delivery of goods to their many friends.

It is worse than unparliamentary for some members of the Perfumers' Association to belittle that organization, yet it is said that there are some, and those the last that should do so on account of their official connection with the organization who sneer, where they should do the reverse.

It is a general feeling among the members of the M. P. A. that too little recognition has been taken of the valuable services of Mr. F. B. Marsh, secretary. He has suggested many valuable ideas and his letters have been forceful and effective. Why not show appreciation in some striking way?

A special article on perfumery making, with direct bearing on American manufacturers, is shortly to appear in the New York American, Boston American, San Francisco Examiner, Chicago American and Los Angeles American. It should prove of no little interest to those gentlemen so desirous of a campaign of education.

Why is it not possible for an amendment to the constitution of the M. P. A. to be passed so that toilet soap manufacturers can become associate, if not active, members?

Their interests are allied with those of the manufacturing perfumers, and they would aid materially in strengthening that body.

The very sudden death of Mr. A. F. Lester, of The Whitall Tatum Co., comes as a great shock to the entire trade.

Mr. Lester was in the full vigor of health, enjoying the respect of all who had any dealings with him, when suddenly attacked with pneumonia, that fell disease that has carried away so many good men in the prime of life. His demise will be widely regretted.

There is such a thing as taking it all too seriously. A saving sense of humor is needed by most of us, for the man who can not see a joke is not only a poor companion, but an unpleasant man to do business with, as well. "Give me fat men about me," was the old Shakespearian adage, which is now read: "See a joke and laugh, even if you are after an order."

Can you imagine how pleasant and profitable business would be if all of the small and mean methods of depreciation of competitors were abandoned? Would it not be just as profitable?

That was a very apposite suggestion of special articles to be prepared for publication in local papers, and for essays to be read at the next M. P. A. meeting. This is along the line of the policy of our magazine and we are pleased to see so ready an acceptance of our ideas.

OBITUARY.

A DEEP FELT LOSS.

If there ever was any one who enjoyed the general respect of all those in the same business it was the late Mr. Arthur A. Stilwell. Competition did not for a moment detract from this feeling of regard, for the probity of the man and his eminently fair methods of dealing raised him far above the average of ordinary men.

As one of the oldest dealers in the essential oil business his knowledge was unquestioned, and it was always a pleasure to have any dealings with him, for his word was more than good.

Starting as a clerk with Daniels & McCotter he entered the firm of J. J. Quetting & Co. some eight years later, afterwards purchasing the interest of Mr. Quetting upon his death, continuing the business under his own name.

It has lately been incorporated under the name of The A. A. Stilwell Co. Mr. Stilwell occupied a high place in the commercial and financial world, being a director in the Kress & Owen Company and in the Maiden Lane National Bank, as well as of the Harvard Club, and a member of the Drug and Chemical Club.

His loss is a personal one that will long be felt by those who had the privilege of knowing him, and his memory will be cherished by those who came into closer contact with him.

THE LATE MR. CHARLES H. GREEN.

It was with deep regret that we learned of the death of Mr. Charles H. Green at London, Ontario, on March 30, 1906.

Mr. Green was ascending the stair in the Tecumseh House in that city on the evening of the 29th when he tripped and was hurled over the top of the banister to the floor below, sustaining a fracture of the skull.

Mr. Green was one of the best known, best liked and most respected of the travelling representatives in Canada. He was with the firm of Messrs. J. Palmer & Son, of Montreal, for sixteen years, and for the last three years was in charge of the Perfumery and Soap Departments of the Canadian Branch of Henry K. Wampole & Company, located at Perth, Ontario.

The funeral took place on Monday, April 2d, eight of the traveling staff of the Wampole Company acted as pall-bearers, and the firm was represented by Mr. J. F. Kellock, assistant manager at Perth, Ontario.

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